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FARM CREDIT ADMINISTRATION
UNITED STATES DEPARTMENT OF AGRICULTURE
WASHINGTON, D.C.

OPERATIONS OF REGIONAL
COOPERATIVES DOING LESS THAN
\$5 MILLION SUPPLY BUSINESS,
1950-1951

By
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UNITED STATES DEPARTMENT OF AGRICULTURE
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CONTENTS

	Page
Summary-----	i
Small regional purchasing associations-----	2
Location of associations and area of service-----	3
Year of organization-----	5
Types of associations and methods of farm supply distribution-----	6
Volume of business-----	8
Financial position-----	11
Character and operations of three selected associations-----	12
Northwest Wholesale, Inc.-----	13
Producers Seed Company-----	15
Central Carolina Farmers Exchange, Inc.-----	17
Supply sideline activities of marketing regionals-----	19
Location of associations and area of service-----	19
Volume of business-----	22
Combined volume of farm supply business-----	26
Appendix-----	28

The Cooperative Research and Service Division conducts research studies and service activities of assistance to farmers in connection with cooperatives engaged in marketing farm products, purchasing farm supplies, and supplying business services such as credit and insurance. The work of the Division relates to problems of management, organization, policies, merchandising, costs, competition, and membership.

The Division publishes the results of studies; confers and advises with officials of farmers' cooperatives; and works with educational agencies, cooperatives, and others in the dissemination of information relating to cooperative principles and practices.

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SUMMARY

Small regional purchasing cooperatives are important agencies in the distribution of farm production supplies. These associations are located throughout the United States but predominate in the North and South Central regions of the country. Fifty-three of them handled over \$110 million of supplies in 1950-51 and directly served nearly 2,000 member associations and 156,000 farmer members. When all of the members of affiliated locals are taken into account, the writers estimate that about 400,000 farmers were provided supplies through these regional associations.

On the average, these associations are 15 years old. They have entered the farm supply business at a considerably more recent date than have the 25 major regional purchasing associations each of which does business of over \$5 million a year for farmers.

Of the small regional purchasing associations, 30 were classified as engaging in wholesale operations only, 11 operated on a retail basis, and 12 carried on both wholesale and retail operations. Seventeen associations reported an annual volume of less than \$1 million, 21 had a business of between \$1 million and \$3 million, and 15 had a supply operation in excess of \$3 million.

These associations tend to specialize in a few major types of farm supplies -- 15 reported handling but one type, 13 distributed only two products, and 12 handled three types of supplies.

Feed, fertilizer, petroleum products, containers, and seed accounted for 81 percent of the value of products handled. The first three items were the most important and accounted for one-third, one-fourth, and one-tenth, respectively, of the total business reported.

In addition to the small regional purchasing cooperatives, 62 regional associations that were predominately marketing organizations each handled not more than \$5 million of farm supplies as a sideline. In 1951 these associations distributed slightly over \$52 million worth of farm supplies. Nearly half of these organizations were located in the North Central part of the United States.

OPERATIONS OF REGIONAL COOPERATIVES DOING LESS THAN \$5 MILLION SUPPLY BUSINESS, 1950-1951¹

By

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Regional cooperatives doing a supply business of between \$100,000 and \$5 million a year are important agencies in the distribution of farm production supplies in the United States. Available data indicate that 115 of these associations did an annual business of about \$160 million in the fiscal year July 1, 1950, to June 30, 1951.

The regional cooperatives covered in this report are those associations operating in more than one county. Distinction primarily is on a functional basis for there are many associations that distribute direct to farmers and operate on a local or county level that report an appreciably greater volume than do some of the regionals included in this study. Further details as to types of associations included in this report are given in the section on "Types of Associations and Methods of Farm Supply Distribution" (pp. 6-8).

Three organizations reporting a gross business of over \$5 million are included in this study. The area served by these associations, however, is comparatively small and overall aspects did not permit their classification as major regional purchasing associations. A few small district and sub-wholesale types of cooperatives are excluded, as are those associations owned by local cooperatives that retail liquid petroleum gas directly to individual patrons of locals.

Note: The writers wish to acknowledge the assistance of managers of regional cooperatives included in this study and of Dr. Joseph G. Knapp, Associate Chief, Cooperative Research and Service Division, in the preparation of this report.

¹This publication is one in a series of reports dealing with the farm supply operations of regional cooperatives. Since 1943 annual handbooks have been prepared on the operations of major regional purchasing cooperatives. Miscellaneous Report 172, "Handbook on Major Regional Farm Supply Purchasing Cooperatives 1951 and 1952," is the most recent of these annual publications. This report shows that 25 major regional purchasing cooperatives and 4 regional marketing associations -- each handling more than \$5 million of farm supplies -- did a total farm supply business of about \$950 million in 1952. An eleven year summary of operations of these cooperatives, based on data reported in the series of handbooks also has been published as Circular C-148, "Operations of Major Regional Purchasing Cooperatives, 1941 - 1951."

This study includes 55 small regional purchasing associations² and 63 regional marketing associations providing farm supplies as a sideline. Fifty-three of the former group and 62 of the latter furnished detailed information which serves as the basis for data shown in this report.

While the writers recognize that data are not available for a comprehensive study of the operations of small regional purchasing associations and marketing regionals handling supplies as a sideline, they believe that this report will serve a useful purpose in showing the place these organizations occupy in the production supply business of farmers' cooperative associations.

SMALL REGIONAL PURCHASING ASSOCIATIONS

Information on small regional purchasing associations is given as to location, area of service, period of organization, types of distribution practices, volume of business, and total assets and liabilities and net worth. In addition, the operating features of three representative regionals are described in some detail.

A number of factors are responsible for the comparatively large number of these purchasing cooperatives. These factors include:

(1) The Farm Bureau organization structure that has developed in the States of Michigan, Wisconsin, Illinois, and Iowa. In these States six organizations, in addition to general farm supply cooperatives, have been established to deal with specialized supply items. Most of these organizations specialize in handling fertilizer, petroleum and automotive accessories, and biological items such as serums. Examples of these organizations are: Illinois Farm Bureau Serum Association, Chicago, Ill.; Farmers Petroleum Co-op, Inc., Lansing, Mich.; and Iowa Plant Food Company, Des Moines, Iowa. In contrast, in the States of Ohio and Indiana these items are distributed through established departments within State-wide Farm Bureau supply cooperatives that also market farm products.

(2) Specialized services for patrons such as manufacturing and distributing fertilizer, making or handling box shuck, or distributing petroleum products or seeds. Superior Fertilizer Company, Tampa, Fla., Northwest Wholesale, Inc., Wenatchee, Wash., and Producers' Seed Company, Piper City, Ill., serve as examples of such organizations.

(3) Associations organized to provide a wide variety of farm supplies. While a few of these establishments operate on a State-wide basis, activities usually are restricted to a limited number of counties or to specialized areas of agricultural production. The United Farmers, Inc., Fitchburg, Mass., and the Central Carolina Farmers Exchange, Inc.,

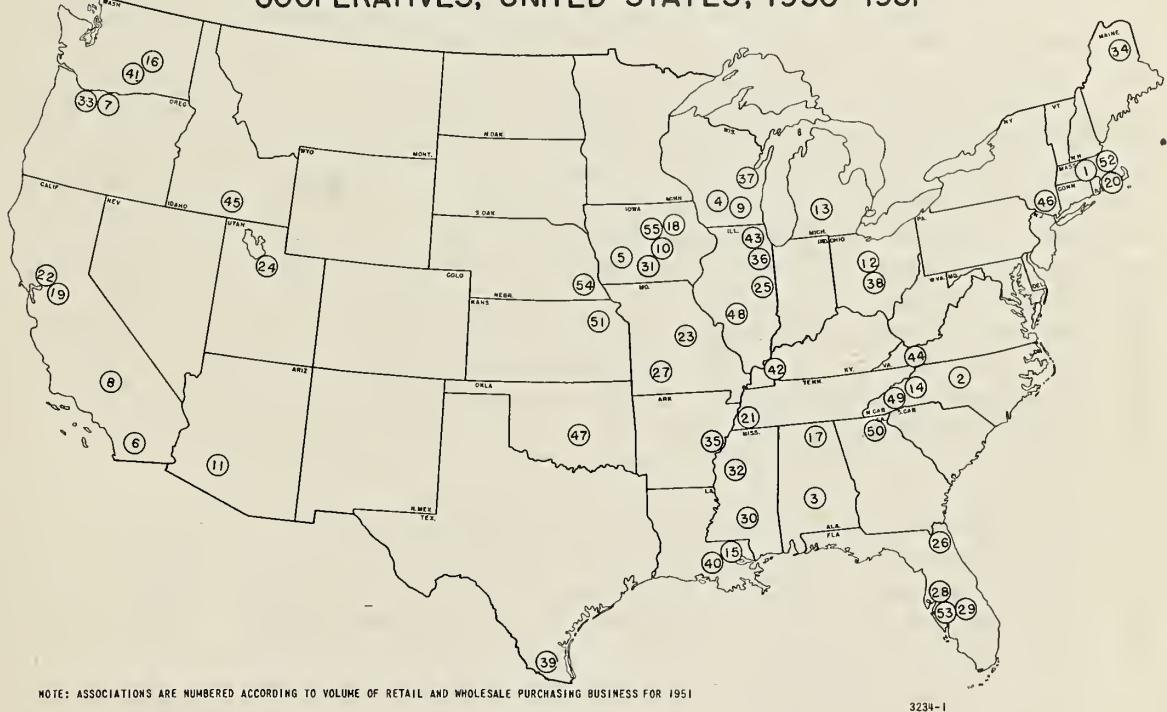
²"Small" as used in this report is not intended to minimize the importance of the associations but to differentiate them from the 25 major regional purchasing cooperatives each handling over \$5 million worth of business a year.

Durham, N. C., are associations of this diversified type. In many instances these cooperatives have operated for a number of years in the same areas as large-scale regional associations or in areas adjacent to them. Aggressive local leadership and specialized services by these small regionals, however, have enabled them to render outstanding service to their patrons.

LOCATION OF ASSOCIATIONS AND AREA OF SERVICE

The location of the 55 small regional purchasing cooperatives operating in the United States is shown in Figure 1. While these organizations are found in all geographic sections of the country, nearly three-fourths of them are located in the North Central, South Central, and Western States.

FIGURE 1
LOCATION OF 55 SMALL REGIONAL FARM SUPPLY PURCHASING COOPERATIVES, UNITED STATES, 1950-1951



According to numbers shown on Figure 1 the names and locations of the small purchasing regionals included in this study are:

1. United Cooperative Farmers Inc., Fitchburg, Mass.
2. Central Carolina Farmers Exchange, Inc., Durham, N. C.
3. Farmers Marketing and Exchange Association, Montgomery, Ala.

4. Wisconsin Cooperative Farm Plant Foods, Madison, Wis.
5. Farmers Elevator Service Company, Ralston, Iowa
6. San Diego Cooperative Poultry Association, San Diego, Calif.
7. Oregon Egg Producers, Portland, Oreg.
8. San Joaquin Valley Poultry Producers Association, Porterville, Calif.
9. Wisconsin Cooperative Farm Supply Company, Madison, Wis.
10. Iowa Plant Food Company, Des Moines, Iowa
11. Southwest Cooperative Wholesale, Phoenix, Ariz.
12. Ohio Farmers Grain and Supply Association, Fostoria, Ohio
13. Farmers Petroleum Cooperative, Inc., Lansing, Mich.
14. Farmers Federation Cooperative, Asheville, N. C.
15. Louisiana Agricultural Cooperative, Inc., Baton Rouge, La.
16. Northwest Wholesale, Inc., Wenatchee, Wash.
17. Tennessee Valley Cooperatives, Decatur, Ala.
18. Cooperative Service Company, Waterloo, Iowa
19. Central Cooperatives, Inc., Modesto, Calif.
20. Farm Bureau Association, Waltham, Mass.
21. Mid-South Supply Association, Inc., Memphis, Tenn.
22. California Farm Supply Company, Berkeley, Calif.
23. Farm Bureau Service Company of Missouri, Inc., Jefferson City, Mo.
24. Utah Cooperative Association, Salt Lake City, Utah
25. Producers' Seed Company, Piper City, Ill.
26. Highland Crate Cooperative, Jacksonville, Fla.
27. Producers Grocery Company, Springfield, Mo.
28. Exchange Supply and Service Company, Tampa, Fla.
29. Superior Fertilizer Company, Tampa, Fla.
30. Magee Cooperative Gin (AAL), Magee, Miss.
31. Iowa Farm Serum Company, Des Moines, Iowa
32. Delta Purchasing Federation (AAL), Greenwood, Miss.
33. Oregon Grange Wholesale, Inc., Portland, Ore.
34. Aroostook Federation of Farmers, Caribou, Maine
35. Delta Fertilizer Company, Helena, Ark.
36. Illinois Milk Producers' Supply Company, Chicago, Ill.
37. Fox Cooperative, Inc., Appleton, Wis.
38. Cooperatives Wholesale Association, Inc., Columbus, Ohio
39. Texsun Supply Corporation, Weslaco, Tex.
40. Cooperatives of Louisiana, Inc., Hammond, La.
41. Wenoka Supply Company, Wenatchee, Wash.
42. Valley Counties of Kentucky Cooperative, Inc., Murray, Ky.
43. Illinois Farm Bureau Serum Association, Chicago, Ill.
44. Southwest Virginia Cooperative, Inc., Bristol, Va.
45. Idaho Grange Wholesale, Inc., Shoshone, Idaho
46. Farmers Union Wholesale Co-op. Association, Inc., New York, N. Y.
47. Oklahoma Farmers Union Supply Association, Oklahoma City, Okla.
48. Illinois Equity Association, Greenville, Ill.
49. Allied Farmers Cooperative, Inc., Asheville, N. C.
50. Georgia Mountain Growers Association, Inc., Blue Ridge, Ga.
51. Farmers Union Central Cooperative Exchange, St. Marys, Kans.
52. New England Farm Supply Cooperative, Inc., Cambridge, Mass.
53. Pinellas Growers Association, Clearwater, Fla.
54. Nebraska Non-Stock Cooperative Association, Lincoln, Nebr.
55. Farmers Union Cooperative Seed Service, Cedar Falls, Iowa

The number and percent of associations by geographic area as of 1951 were as follows:

<u>Geographic area</u>	<u>Associations reporting</u>	
	<u>Number</u>	<u>Percent</u>
New England-----	4	7
North Atlantic-----	1	2
South Atlantic-----	9	16
North Central-----	19	35
South Central-----	11	20
Mountain-----	3	5
Pacific-----	8	15
 Total-----	55	100

YEAR OF ORGANIZATION

The earliest date of incorporation for any of the small regional purchasing cooperatives included in this study was 1915. While 11 of these organizations commenced operations during the period 1915-1925, most of them are of comparatively recent origin. For instance, 32 associations, or 60 percent, have been organized since 1936, and the peak period of organization was 1941-1945 when 13 were established. That these associations are of relatively recent origin also is shown by comparison with information reported in the "Handbook on Major Regional Farm Supply Purchasing Cooperatives, 1951-1952." Data in this handbook show that only two of 25 major regional purchasing associations were organized after 1935 and that the average age of all 25 associations was 25 years.

The number of small regional purchasing associations and the percent by periods of incorporation were as follows:

<u>Period of incorporation</u>	<u>Associations reporting</u>	
	<u>Number</u>	<u>Percent</u>
1920 and earlier-----	7	13
1921 - 1925-----	4	8
1926 - 1930-----	4	8
1931 - 1935-----	6	11
1936 - 1940-----	11	21
1941 - 1945-----	13	24
1946 and later-----	8	15
 Total-----	53	100

Average age of the 53 small regional farm supply associations was 15 years. Those organized in the New England, South Atlantic, and Western areas were somewhat older than average, while those established in the Mountain and South Central areas and the one organization in the North Atlantic area were below average age. Increased commercial agricultural production, calling for a large volume of farm production supplies,

helps to explain the recent origin of many of these organizations in the South Central and Mountain areas of the country. The long-established agriculture of the New England States coupled with the need for specialized farm production supplies in the far West may have contributed to the earlier development of regional purchasing associations in these areas of the country.

The average age of small regional purchasing cooperatives as of 1951, classified according to geographic area, was as follows:

<u>Geographic area</u>	<u>Average age</u> <i>Years</i>
New England-----	23
North Atlantic-----	8
South Atlantic-----	17
North Central-----	14
South Central-----	11
Mountain-----	10
Pacific-----	<u>19</u>
Average-----	15

When classified according to dollar volume of business, the average age of these associations as of 1951 was as follows:

<u>Size of association</u>	<u>Average age</u> <i>Years</i>
\$100,001 - \$1,000,000-----	9
\$1,000,001 - \$3,000,000-----	16
\$3,000,001 and over-----	<u>20</u>
Average-----	15

TYPES OF ASSOCIATIONS AND METHODS OF FARM SUPPLY DISTRIBUTION

For purposes of this study, associations were classified on the basis of size of operation and type of association. Three size classifications were used: \$100,001 - \$1,000,000; \$1,000,001 - \$3,000,000; \$3,000,001 and over. Likewise, associations were grouped into three types: those specializing in wholesale operations (federated); those operating on a retail basis (centralized), and those operating as combination wholesale and retail establishments.

The number and percent of associations by size were reported as follows:

<u>Size of association</u>	<u>Associations reporting</u>	
	<u>Number</u>	<u>Percent</u>
\$100,001 - \$1,000,000-----	17	32
\$1,000,001 - \$3,000,000-----	21	40
\$3,000,001 and over-----	<u>15</u>	<u>28</u>
Total-----	53	100

Table 1 gives the number of associations, members, and patrons, by type of association. These cooperatives had a membership of over 1,900 purchasing and marketing cooperatives and about 156,000 individuals. The writers estimate that somewhere in the neighborhood of 400,000 individual patrons receive some of their production supplies through these organizations. Farmers account for an estimated 95 percent of this number.

Table 1. - *Number, membership, and patronage of small regional purchasing cooperatives in the United States by type of association, 1950-1951*

Type of association	Associations reporting	Members		Patrons	
		Individuals	Associations	Individuals	Associations
Wholesale-----	30	15	1,379	675	1,444
Retail-----	11	116,013	16	166,777	18
Combination of wholesale and retail--	12	40,349	534	42,152	266
Total----	53	156,377	1,929	159,604	1,728

Table 1 also indicates that the small wholesale regionals averaged 46 member associations each. The number ranged from eight to 349. Small combination regionals on the average served 44 member associations each and in addition provided an average of about 3,400 individual farmer members with farm supplies on a retail basis. The 11 small regionals operating on a retail basis only did essentially all their business direct with farmers and averaged 10,500 members per association. They reported that individual farmer memberships ranged from 1,600 to 32,000.

Figure 3 on page 13 shows the location of cooperative associations affiliated with Northwest Wholesale Incorporated, Wenatchee, Wash. It illustrates the structural organization of small federated regionals operating on a State-wide basis. Similarly, Figure 4 on page 17 shows the area served and the location of branch retail facilities of the Central Carolina Farmers Exchange, Inc., Durham, N. C. The organizational structure of this association is typical of the operations of small-scale centralized regional purchasing cooperatives providing complete farm supply service for farmers in a limited number of counties.

Approximately one-fourth of the small regional purchasing associations also engaged in the marketing of farm products. The following summary shows the value and percentage distribution of farm products marketed by type of association:

Type of association	Associations reporting	Farm products marketed	
		Value	Percent of total
Wholesale-----	4	\$107,794	1
Retail-----	6	13,054,905	90
Combination of wholesale and retail--	3	1,377,673	9
Total-----	13	\$14,540,372	100

The preceding summary shows that the marketing business is concentrated primarily in the six cooperatives classified as retail associations. Poultry and eggs are the most important items marketed by these associations, accounting for 99 percent of their marketing business.

Five of the associations that engaged in marketing operations reported that such business accounted for less than 5 percent of their total, two estimated it at between 15 and 25 percent, and six at between 25 and 35 percent.

The concentrated nature of the supply business of the 53 small regional farm supply associations is indicated by the fact that 44 reported no business outside of the State in which they are incorporated. Four reported that out-of-state business accounted for less than 10 percent of their total, and one each, respectively, reported out-of-state business at 12, 48, 52, 55, and 90 percent of total volume. Out-of-state business accounted for less than 5 percent of the total reported by all associations. Two-thirds of this volume was due to the one association which did over 90 percent of its business outside of the State in which it maintained its principal facilities.

VOLUME OF BUSINESS

Table 2 shows the volume of business for small farm supply associations by type and size. Wholesale business accounted for approximately \$51 million, retail business for \$39 million, and a combination of wholesale and retail business for nearly \$21 million. When grouped according to size, more than \$8 million was accounted for by the smallest associations considered in this report (\$100,001 - \$1,000,000), over \$38 million was accounted for by those in the middle-sized group (\$1,000,001 - \$3,000,000), and nearly \$64 million was in the largest classification (\$3,000,001 and over).

Table 2. - *Volume of wholesale and retail supply business for small regional purchasing cooperatives in the United States by type and size of association, 1950-1951*

Classification	Total sales		Type of sale			
			Retail		Wholesale	
	Dollars	Percent	Dollars	Percent	Dollars	Percent
<u>Type of association</u>						
Wholesale-----	50,980,848	100	33,851	(a)	50,946,997	100
Retail-----	38,966,241	100	34,298,257	88	4,667,984	12
Combination of wholesale and retail-----	20,522,925	100	8,712,270	42	11,810,655	58
Total-----	110,470,014	100	43,044,378	39	67,425,636	61
<u>Size of association</u>						
\$100,001 - 1,000,000---	8,296,562	100	854,138	10	7,442,424	90
\$1,000,001 - 3,000,000-	38,403,181	100	9,091,141	24	29,312,040	76
\$3,000,001 and over-----	63,770,271	100	33,099,099	52	30,671,172	48
Total-----	110,470,014	100	43,044,378	39	67,425,636	61

^aLess than 0.5 percent.

Percent of total volume by the three types and sizes of associations was as follows:

<u>Classification</u>	<u>Percent of sales</u>		
	<u>Total</u>	<u>Retail</u>	<u>Wholesale</u>
Type of association			
Wholesale-----	46	(a)	76
Retail-----	35	80	7
Combination of wholesale and retail-----			
and retail-----	<u>19</u>	<u>20</u>	<u>17</u>
Total-----	100	100	100
Size of association			
\$100,001 - \$1,000,000-----	7	2	11
\$1,000,001 - \$3,000,000-----	35	21	43
\$3,000,001 and over-----	<u>58</u>	<u>77</u>	<u>46</u>
Total-----	100	100	100

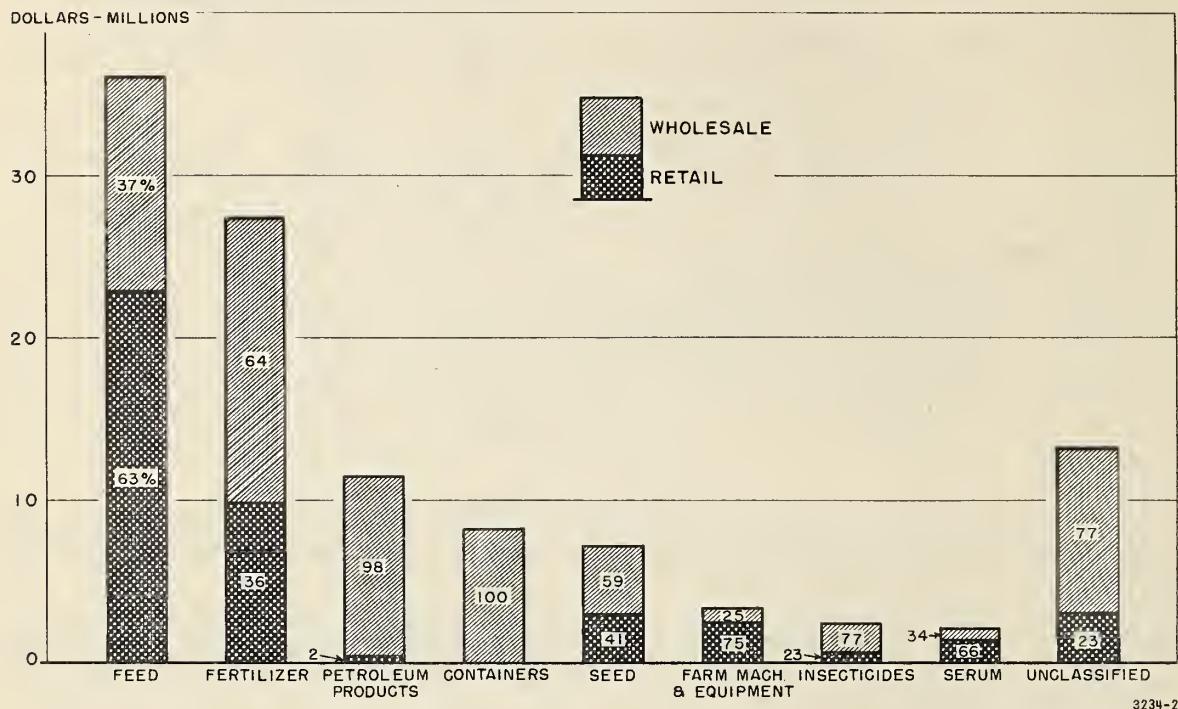
^aLess than 0.5 percent.

Information on the volume of various supplies handled and the number of associations reporting such supplies is given in Table 3 (for further details see Figure 2).

Table 3. - *Volume of wholesale and retail supply business by principal supply items of 53 small regional purchasing cooperatives in the United States, 1950-1951*

Item	Associations reporting	Total sales	Type of sale	
			Retail	Wholesale
Feed-----	24	\$36,025,764	\$22,797,888	\$13,227,876
Fertilizer-----	31	27,316,285	9,870,624	17,445,661
Petroleum products-----	18	11,375,116	230,122	11,144,994
Containers-----	7	8,111,458	-	8,111,458
Seed-----	24	7,066,885	2,886,711	4,180,174
Farm machinery and equipment-----	11	3,186,533	2,380,990	805,543
Miscellaneous				
Insecticides-----	7	2,276,511	525,800	1,750,711
Serum-----	2	2,017,802	1,328,985	688,817
Groceries-----	1	1,626,644	-	1,626,644
Processing and retailing equipment-----	1	1,035,392	-	1,035,392
Building supplies-----	5	994,355	292,453	701,902
Appliances, hardware, etc.-----	1	888,130	-	888,130
Automotive-----	6	379,915	30,936	348,979
Unclassified-----	12	8,169,224	2,699,869	5,469,355
Total-----	42	17,387,973	4,878,043	12,509,930
Total - all items-----	53	\$110,470,014	\$43,044,378	\$67,425,636

FIGURE 2

VOLUME OF WHOLESALE AND RETAIL FARM SUPPLY BUSINESS BY
SMALL REGIONAL PURCHASING COOPERATIVES, 1950-1951

This table also shows the extent to which such business is conducted on a retail and wholesale basis. Five items -- feed, fertilizer, petroleum products, containers, and seeds -- accounted for 81 percent of the supplies handled and two items, feed and fertilizer, made up over 57 percent of the total.

Retail sales of feed, farm machinery and equipment, and serum exceeded wholesale sales. In contrast, wholesale volume of fertilizer, petroleum, automotive, building supplies, and insecticides was greater than the retail volume for these items. All containers, groceries, processing and retailing equipment, and appliances and hardware were sold on a wholesale basis. The unclassified volume also includes some of the supplies listed since a number of associations did not keep separate records of these items.

The specialized nature of the business of small regional purchasing cooperatives also is shown by the fact that 15 of these associations handle but one type of farm supply and 13 handle only two types. The

distribution of associations, according to number of items handled, was as follows:

<u>Types of supplies handled^a</u>	<u>Associations reporting</u>
1-----	15
2-----	13
3-----	12
4-----	9
5 and over-----	4
Total-----	53

^aUnclassified items not included.

Detailed data on the dollar volume and the percentage of individual supplies handled, by type and size of association, are reported in Appendix Table A.

FINANCIAL POSITION

Information on total assets and the distribution of liabilities and net worth of small regional associations, by type of operation and size, is shown in Table 4.

Table 4. - *Assets and liabilities and net worth of 53 small regional purchasing cooperatives in the United States, by type and size of association, 1950-1951*

<u>Classification</u>	<u>Total assets</u>		<u>Liabilities and net worth</u>			
			<u>Liabilities</u>	<u>Net worth</u>	<u>Dollars</u>	<u>Percent</u>
<u>Type of association</u>						
Wholesale-----	12,957,565	36	4,019,538	30	8,938,027	39
Retail-----	17,028,883	47	6,527,796	49	10,501,087	46
Combination of wholesale and retail-----	6,338,618	17	2,763,571	21	3,575,047	15
Total-----	36,325,066	100	13,310,905	100	23,014,161	100
<u>Size of association</u>						
\$100,001 - \$1,000,000-	3,234,884	9	1,241,839	9	1,993,045	9
\$1,000,001 - \$3,000,000	11,546,096	32	3,935,993	30	7,610,103	33
\$3,000,001 and over---	21,544,086	59	8,133,073	61	13,411,013	58
Total-----	36,325,066	100	13,310,905	100	23,014,161	100

Comparatively little difference prevails when the associations are classified by size. When classified by type, however, combination wholesale and retail regionals have a comparatively high proportion of

liabilities to net worth. Strictly wholesale regionals, in contrast, are in an appreciably stronger net worth position as indicated by the following tabulation:

<u>Classification</u>	<u>Percent of liabilities and net worth</u>	
	<u>Liabilities</u>	<u>Net worth</u>
Type of association		
Wholesale-----	31	69
Retail-----	38	62
Combination of wholesale and retail-----	<u>44</u>	<u>56</u>
Average-----	37	63
Size of association		
\$100,001 - \$1,000,000-----	38	62
\$1,000,001 - \$3,000,000-----	<u>34</u>	<u>66</u>
\$3,000,001 and over-----	<u>38</u>	<u>62</u>
Average-----	37	63

The 53 small regional purchasing associations reported an investment of nearly \$1.6 million in other cooperatives. These investments were made for the purpose of participating in the ownership of manufacturing and purchasing facilities with other regionals. Investments primarily were concentrated in the largest and in the wholesale associations, as the following summary shows:

<u>Classification</u>	<u>Investment in other cooperatives</u>	
	<u>Dollars</u>	<u>Percent</u>
Type of association		
Wholesale-----	970,916	61
Retail-----	417,926	26
Combination of wholesale and retail-----	<u>199,558</u>	<u>13</u>
Total-----	1,588,400	100
Size of association		
\$100,001 - \$1,000,000-----	130,847	8
\$1,000,001 - \$3,000,000-----	403,441	26
\$3,000,001 and over-----	<u>1,054,112</u>	<u>66</u>
Total-----	1,588,400	100

CHARACTER AND OPERATIONS OF THREE SELECTED ASSOCIATIONS

This section gives detailed information on the character and operations of three small regional purchasing associations. These associations reflect variations in methods of operation and represent different

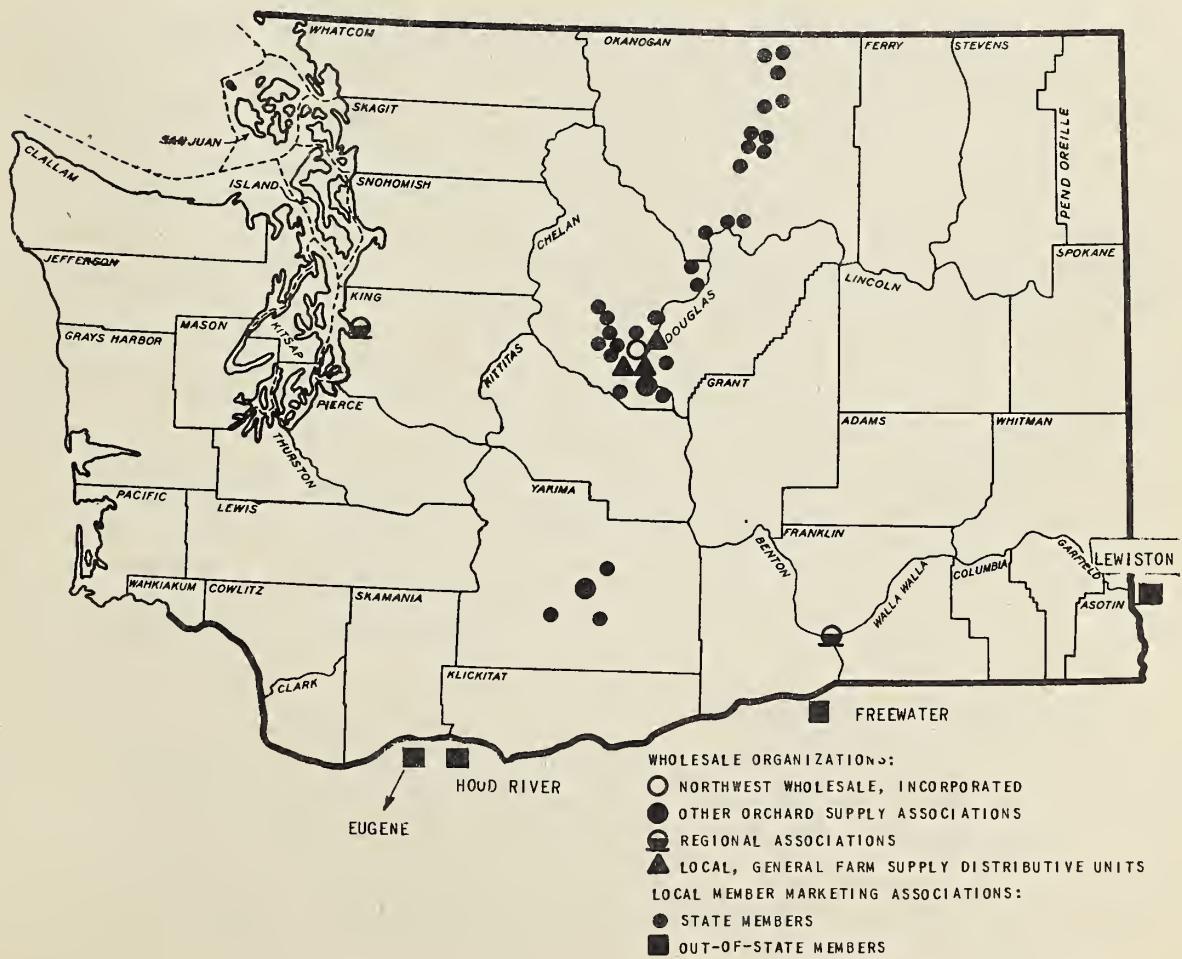
geographic regions. Included in this group are: (1) Northwest Wholesale, Inc., located in Wenatchee, Wash.; (2) Producers' Seed Company, Piper City, Ill.; and (3) Central Carolina Farmers Exchange, Inc., of Durham, N. C.

Northwest Wholesale, Inc.

Northwest Wholesale, Inc., with headquarters at Wenatchee, Wash., was organized in 1937. A federation of local fruit packing associations, it was organized to furnish these associations with production and marketing supplies. At the end of its operating year November 30, 1951, it was providing a service for 39 member associations, 35 of which were operating in the State of Washington (see Figure 3). These member associations, in turn, served about 1,800 patrons of whom 95 percent were classified as farmers.

FIGURE 3

LOCATION OF COOPERATIVE ASSOCIATIONS AFFILIATED WITH NORTHWEST WHOLESALE INCORPORATED, CLASSIFIED ACCORDING TO TYPE, 1951



The value of supplies distributed at wholesale by Northwest Wholesale, Inc., during the fiscal years ending November 30, 1950, and 1951, was as follows:

<u>Commodity</u>	<u>1950</u>	<u>1951</u>
Insecticides and related items-----	\$690,661	\$842,682
Fertilizer-----	338,059	483,242
Petroleum products-----	75,568	80,317
Wooden boxes and related items-----	1,329,435	1,218,932
Paper and related items-----	<u>545,542</u>	<u>494,135</u>
 Total-----	\$2,979,265	\$3,119,308

Total net margins from all manufacturing and wholesale operations amounted to \$234,637 in 1950 and \$225,775 in 1951. These margins were distributed as follows:

<u>Distribution of net margins</u>	<u>1950</u>	<u>1951</u>
Cash patronage refunds-----	\$117,318	\$90,310
Amount retained in reserves		
(to be revolved)-----	<u>117,319</u>	<u>135,465</u>
 Total-----	\$234,637	\$225,775

The financial condition of Northwest Wholesale, Inc. on November 30, 1950, and 1951, was as follows:

	<u>1950</u>	<u>1951</u>
Assets:		
Current-----	\$633,732	\$668,681
Fixed (net)-----	180,719	202,480
Other-----	<u>45,699</u>	<u>44,610</u>
 Total-----	\$860,150	\$915,771
 Liabilities and net worth:		
Current liabilities-----	\$110,392	\$135,260
Other liabilities-----	-	-
Net worth-----	<u>749,758</u>	<u>780,511</u>
 Total-----	\$860,150	\$915,771

The type and value of the principal facilities owned by Northwest Wholesale, Inc., as of November 30, 1951, was as follows:

<u>Facility</u>	<u>Cost value</u>	<u>Depreciated value</u>
Mobile equipment-----	\$168,771	\$67,605
Sawmill and factory equipment---	113,323	76,500
Timber investments-----	27,640	27,640
Land - warehouse-----	13,500	13,500
Land - mill and timber-----	15,314	15,314
Warehouse bldgs. & equipment---	<u>41,099</u>	<u>29,561</u>
 Total-----	\$375,347	\$230,120

Northwest Wholesale, Inc., had 95 employees as of November 30, 1951. Of these, 13 were engaged in general administration, 25 in logging activities, 52 in box factory and saw mill operation, and 5 in warehousing and distribution.

Producers' Seed Company

The Producers' Seed Company with headquarters at Piper City, Ill., was organized in 1937 as the Ford County Crop Improvement Association. From 1938 to 1948 it was known as the Producers' Crop Improvement Association. In 1948 it was reorganized as the Producers' Seed Company and since that time it has operated in close affiliation with the Illinois Agricultural Association and Illinois Farm Supply Company. Producers' Seed Company operates on both a wholesale and retail basis. At the end of its fiscal year December 31, 1951, it was serving 16,003 active individual farm members and an additional 44 county farm supply service companies. Operations are entirely restricted to seed. Its hybrid seed corn operations are conducted through farmer order-takers. This phase of the association's activities represents its retail volume. In contrast, field and grass seed distribution is handled through member associations. Producers' Seed Company carries on an active plant breeding research program. It is reported to have had the first cooperative hybrid seed corn processing plant in the United States.

The value of seeds distributed at wholesale and retail during 1950 and 1951 fiscal years was as follows:

<u>Commodity</u>	<u>1950</u>	<u>1951</u>
Hybrid corn-----	\$510,602	\$607,145
Field and grass seeds---	829,928	1,135,187
 Total-----	\$1,340,530	\$1,742,332

Net margins of the company for 1950 and 1951 fiscal years were distributed as follows:

<u>Distribution of net margins</u>	<u>1950</u>	<u>1951</u>
Patronage refunds on hybrid corn-----	\$17,125	\$35,034
Dividends on preferred stock-----	19,344	27,696
Provision for Federal income tax-----	<u>5,844</u>	<u>14,178</u>
 Total-----	 \$42,313	 \$76,908

The financial condition of the Producers' Seed Company as of December 31, 1950 and 1951 is shown by the following condensed financial statement:

	<u>1950</u>	<u>1951</u>
Assets:		
Current-----	\$319,864	\$372,926
Fixed (net)-----	445,755	442,497
Other-----	<u>39,742</u>	<u>77,235</u>
 Total-----	 \$805,361	 \$892,658
 Liabilities and net worth:		
Current liabilities-----	\$143,415	\$163,912
Other liabilities-----	104,000	87,000
Net worth-----	<u>557,946</u>	<u>641,746</u>
 Total-----	 \$805,361	 \$892,658

At the close of its 1951 fiscal year, the principal processing and warehouse facilities owned and operated included:

<u>Facility</u>	<u>Number of plants or units</u>	<u>Cost value</u>	<u>Depreciated value</u>
Hybrid seed plants-----	3	\$239,405	\$131,933
Seed storage and cleaning plants-----	1	242,708	221,682
General office-----	6	<u>97,941</u>	<u>83,648</u>
 Total-----		\$580,054	\$437,263

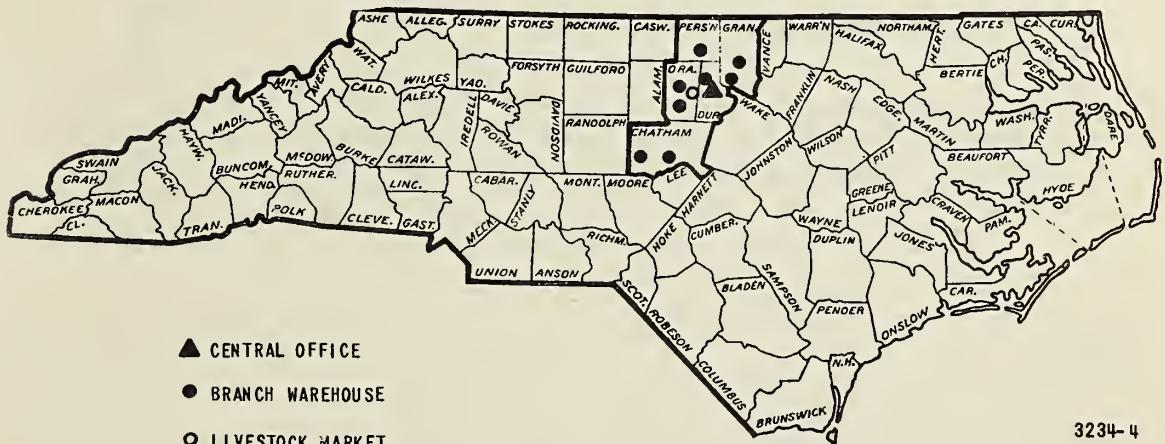
In addition, the association has investments of \$40,000 in Select Seeds, Fort Wayne, Ind., a federation of regional associations owned jointly with other cooperatives.

On December 31, 1951, the association had 36 employees, of which 3 were engaged in general administration; 23 in seed processing; 8 in warehouse operations and distribution, and 2 in research activities.

Central Carolina Farmers Exchange, Inc.

The Central Carolina Farmers Exchange, Inc., with headquarters at Durham, N. C., was organized in 1930. At that time it was known as the Farmers Mutual Exchange. At the end of its operating year June 30, 1951, it was serving 15,000 farmer members through 8 branch warehouses located in 5 counties in the North Central part of North Carolina (see Figure 4). The association, besides operating a feed mill and handling a well balanced line of farm supplies, also markets farm products, which in 1951 included poultry and eggs, livestock, grain, seed, and pulp-wood.

FIGURE 4
TRADING AREA OF CENTRAL CAROLINA FARMERS EXCHANGE, INC. SHOWING
CENTRAL OFFICE AND BRANCH WAREHOUSE LOCATIONS



The value of supplies distributed at wholesale by the Exchange in 1950 and 1951 fiscal years was as follows:

<u>Commodity</u>	<u>1950</u>	<u>1951</u>
Feed-----	\$3,001,732	\$3,815,615
Fertilizer-----	443,143	558,124
Seed-----	333,455	433,264
Farm machinery and equipment-----	482,610	634,394
Chicks-----	295,434	450,417
 Total-----	\$4,556,374	\$5,891,814

The Exchange has established a department for the marketing of farm products and at the end of its 1950 and 1951 fiscal years the sales for important farm products were as follows:

<u>Commodity</u>	<u>1950</u>	<u>1951</u>
Poultry-----	(\$2,104,737	(\$2,826,729
Eggs-----		
Grain and seeds-----	437,460	588,147
Livestock-----	479,222	1,018,910
Pulpwood-----	<u>19,895</u>	<u>31,578</u>
 Total-----	 \$3,041,314	 \$4,465,364

Total net margins of the Exchange for years ending June 30, 1950, and 1951, were distributed as follows:

<u>Distribution of net margins</u>	<u>1950</u>	<u>1951</u>
Cash dividends on stock-----	\$50,888	\$52,870
Patronage refunds in capital stock--	137,550	164,902
Amount retained in reserves-----	<u>*20,938</u>	<u>84,238</u>
 Total-----	 \$209,376	 \$302,010

^aSet aside for teaching and promoting cooperation and for educational work with members and employees.

The financial condition of the Exchange as of June 30, 1950, and 1951, is shown by the following consolidated financial statement:

	<u>1950</u>	<u>1951</u>
Assets:		
Current-----	\$903,408	\$1,206,825
Fixed (net)-----	558,126	673,553
Other-----	<u>30,470</u>	<u>15,337</u>
 Total-----	 \$1,492,004	 \$1,895,715
 Liabilities and net worth:		
Current liabilities-----	\$183,115	\$185,529
Other liabilities-----	63,379	59,569
Net worth-----	<u>1,245,510</u>	<u>1,650,617</u>
 Total-----	 \$1,492,004	 \$1,895,715

The following is a tabulation of the number and value of facilities owned and operated by the Exchange on June 30, 1951:

<u>Facility</u>	<u>Number of plants or units</u>	<u>Cost value</u>	<u>Depreciated value</u>
Feed mill and equipment--	1	(\$324,563	(\$189,236
Central warehouse-----	1	((
Local warehouses-----	5	(163,451	(138,371
Seed cleaning plant-----	3	((
Grain storage-----	1	22,855	19,408
Livestock auction facilities-----	1	35,433	26,553
Chick hatchery-----	1	34,948	16,230
Motor trucks and garage--	27	126,286	90,427
Poultry processing-----	1	105,114	59,423
Cold storage-----	1	175,005	123,907
 Total-----		\$987,655	\$663,555

On June 30, 1951, the Exchange had 239 employees. Of these, 10 were engaged in general administrative activities, 100 in marketing and poultry processing operations, 5 in hatchery operations, 51 in farm supply manufacturing and processing, 73 in warehousing and retail distribution.

SUPPLY SIDELINE ACTIVITIES OF MARKETING REGIONALS

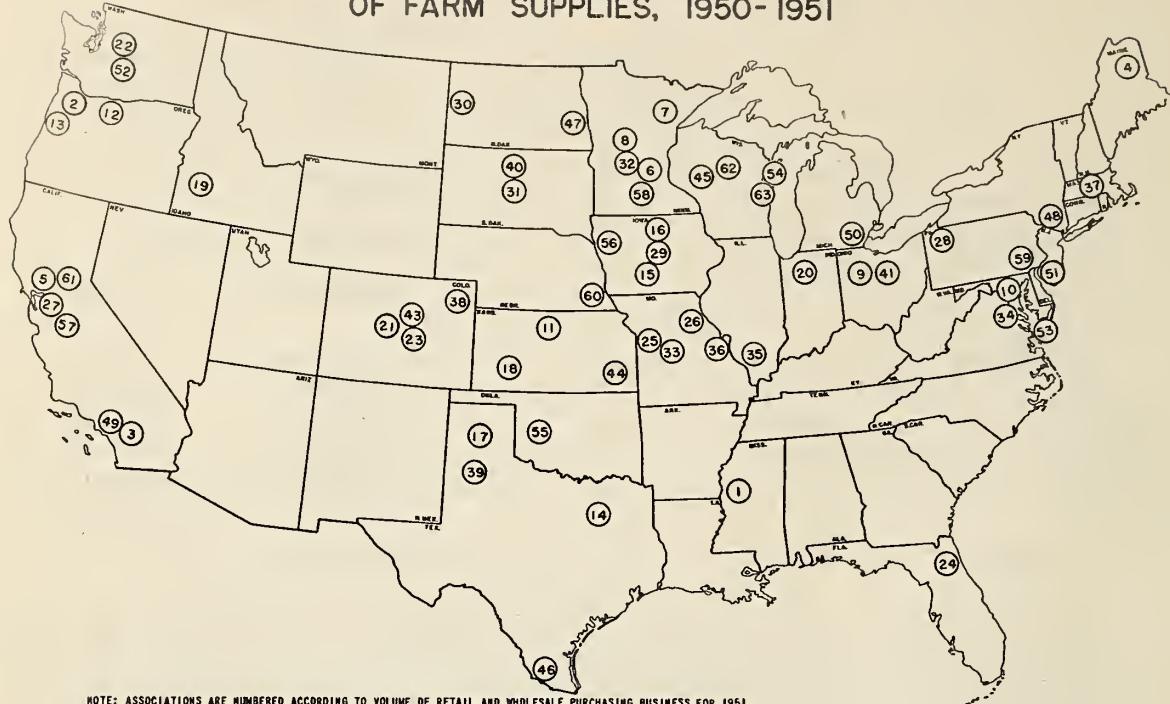
This section of the report contains information on the supply operations of 62 regional marketing cooperatives with purchasing sidelines under \$5 million. In general, many of the same forces contributing to the development of small regional purchasing associations were responsible for marketing cooperatives setting up sideline operations to handle farm supplies. This trend has been especially common among the dairy, fruit and vegetable, and grain regionals. This section gives the location and area of service of these associations, types of marketing activities engaged in, and volume of supplies handled. Operations were closely tied to handling those specialized supplies required for the type of marketing business in which their members engaged.

LOCATION OF ASSOCIATIONS AND AREA OF SERVICE

The location of the 63 regional marketing associations handling farm supplies as a sideline is shown in Figure 5.³

³While 63 cooperatives were listed among the marketing regionals included in this study, only 62 of these associations furnished data useful in summarizing yearly volume of business.

FIGURE 5
LOCATION OF 63 REGIONAL FARM MARKETING COOPERATIVES
IN THE UNITED STATES HANDLING UNDER \$5 MILLION
OF FARM SUPPLIES, 1950-1951



According to numbers shown in Figure 5, the names and locations of these associations are as follows:

1. Staple Cotton Co-op. Association, Greenwood, Miss.
2. Dairy Cooperative Association, Portland, Oreg.
3. Mutual Orange Distributors, Redlands, Calif.
4. Maine Potato Growers, Inc., Presque Isle, Maine
5. California Fruit Exchange, Sacramento, Calif.
6. Central By-Products, Inc., South St. Paul, Minn.
7. Range Cooperative Association, Virginia, Minn.
8. Northern Cooperatives, Inc., Wadena, Minn.
9. Ohio Equity Exchange Company, Lima, Ohio
10. Maryland Tobacco Growers Association, Baltimore, Md.
11. Mitchell County Farmers Union Cooperative Association, Beloit, Kans.^a
12. Apple Growers Association, Hood River, Oreg.
13. Tillamook Co. Creamery Association, Tillamook, Oreg.
14. Ne-Tex Cooperative Oil Mill, Wolfe City, Tex.
15. Boone Valley Cooperative Processing Association, Eagle Grove, Iowa
16. North Iowa Cooperative Processing Association, Manly, Iowa
17. Producers Grain Corporation, Amarillo, Tex.
18. Kinsley Cooperative Exchange, Kinsley, Kans.^a
19. Idaho Egg Producers, Caldwell, Idaho
20. Mid-West Producer Creameries, Inc., South Bend, Ind.
21. Farmers Grain and Bean Association, Denver, Colo.

22. Yakima Fruit Growers Association, Yakima, Wash.
23. Farmers Union Marketing Association, Denver, Colo.
24. Hastings Potato Growers Association, Hastings, Fla.
25. Farmers Union Jobbing Association, Kansas City, Mo.
26. Producers Produce Company, Shelbina, Mo.
27. Milk Producers Association of Central California, Inc., Modesto, Calif.
28. Erie Crawford Dairy Cooperative Association, Erie, Pa.
29. State Brand Creameries, Inc., Mason City, Iowa
30. Farmers Union Grain and Supply Company, Williston, N. Dak.
31. South Dakota Wheat Growers Association, Aberdeen, S. Dak.
32. Farmers Union Grain Terminal Association, St. Paul, Minn.
33. Producers Produce Company of Sedalia, Sedalia, Mo.
34. Md. & Va. Milk Producers Association, Inc., Washington, D. C.
35. Illinois Fruit Growers Exchange, Carbondale, Ill.
36. Farmers Produce Company, St. Louis, Mo.
37. United Farmers of New England, Inc., Charlestown, Mass.
38. Farmers Union Cooperative Elevator Company, Wray, Colo.^a
39. Plains Cooperative Oil Mill, Lubbock, Tex.
40. Equity Union Creameries, Inc., Aberdeen, S. Dak.
41. Equity Dairies, Inc., Lima, Ohio
42. Puerto Rico Tobacco Marketing Association, San Juan, Puerto Rico
43. Denver Milk Producers, Inc., Denver, Colo.
44. Producers Cooperative Association of Girard, Girard, Kans.^a
45. Dried Milk Producers Cooperative, Eau Claire, Wis.
46. Valley Cooperative Oil Mill, Harlingen, Tex.
47. North Dakota Grimm Alfalfa Association, Fargo, N. Dak.
48. Dairymen's League Cooperative Association, Inc., New York, N. Y.
49. California Walnut Growers Association, Los Angeles, Calif.
50. Michigan Producers Dairy Company, Adrian, Mich.
51. Vineland & South Jersey Cooperative Egg Auction & Poultry Association, Inc., Vineland, N. J.
52. Yakima County Horticultural Union, Yakima, Wash.
53. Eastern Shore of Virginia Producers Exchange, Onley, Va.
54. Fruit Growers Cooperative, Sturgeon Bay, Wis.
55. Producers Cooperative Oil Mill, Oklahoma City, Okla.
56. Sioux City Milk Producers Cooperative Association, Sioux City, Iowa
57. Danish Creamery Association, Fresno, Calif.
58. Twin City Milk Producers Association, St. Paul, Minn.
59. Mushroom Growers Cooperative Association of Pennsylvania, Kennett Square, Pa.
60. Lincoln Non-Stock Cooperative Milk Prod. Association, Lincoln, Nebr.
61. Rice Growers Association of California, Sacramento, Calif.
62. Consolidated Badger Cooperative, Shawano, Wis.
63. Wisconsin Cheese Producers Cooperative, Plymouth, Wis.

^aThese associations perform only local grain marketing services but they manufacture feed for a regional wholesale cooperative and its member associations in the area.

The following tabulation indicates that these organizations have wide geographic distribution, but predominate in the North Central region of the country:

<u>Geographic area</u>	<u>Associations reporting</u>	
	<u>Number</u>	<u>Percent</u>
New England-----	2	3
North Atlantic-----	4	7
South Atlantic-----	4	7
North Central-----	30	48
South Central-----	6	10
Mountain-----	5	8
Western-----	<u>11</u>	<u>17</u>
 Total-----	62	100

VOLUME OF BUSINESS

A large proportion of the associations included in this classification had comparatively small farm supply operations. In fact, three-fourths of them reported an annual farm supply business of less than \$1 million each, accounting for two-fifths of the total supply business reported by these marketing regionals.

Classified by type of marketing association, the proportion of supply business was as follows:

<u>Type of association</u>	<u>Percent of supply sales</u>		
	<u>Total sales</u>	<u>Retail</u>	<u>Wholesale</u>
Dairy-----	25	28	19
Grain-----	25	17	38
Fruits and vegetables-----	25	27	21
Cotton-----	10	10	11
Poultry-----	6	3	10
Livestock-----	5	8	-
Tobacco-----	4	6	-
Forage-----	(a)	1	(a)
Nuts-----	(a)	-	<u>1</u>
 Total-----	100	100	100

^aLess than 0.5 of 1 percent.

Three types of marketing cooperatives were especially important in handling farm supplies. These were dairy, grain, and fruits and vegetables, each of which accounted for 25 percent of the total supply sales made by marketing associations (Table 5).

Table 5. - *Volume of wholesale and retail supply business of 62 regional marketing associations handling under \$5 million of farm supplies, by type and size of association, 1950-1951.*

Classification	Total sales		Type of sale			
			Retail		Wholesale	
	Dollars	Percent	Dollars	Percent	Dollars	Percent
<u>Type of association</u>						
Cotton-----	5,372,470	100	3,280,768	61	2,091,702	39
Dairy-----	13,036,019	100	9,261,933	71	3,774,086	29
Forage-----	249,247	100	224,461	90	24,786	10
Fruits and vegetables-----	12,971,125	100	8,953,737	69	4,017,388	31
Grain-----	12,978,633	100	5,603,186	43	7,375,447	57
Livestock-----	2,438,136	100	2,438,136	100	-	-
Nuts-----	225,000	100	-	-	225,000	100
Poultry-----	2,934,561	100	903,108	31	2,031,453	69
Tobacco-----	2,019,443	100	2,019,443	100	-	-
Total-----	52,224,634	100	32,684,772	63	19,539,862	37
<u>Size of association</u>						
\$100,001 - \$1,000,000-----	21,098,544	100	13,467,989	64	7,630,555	36
\$1,000,001 - \$3,000,000-----	24,899,090	100	12,989,783	52	11,909,307	48
\$3,000,001 and over-----	6,227,000	100	6,227,000	100	-	-
Total-----	52,224,634	100	32,684,772	63	19,539,862	37

Of the 62 regionals handling supplies as a sideline, 17 reported that they operated entirely on a wholesale basis, 36 retailed farm supplies only, and 9 did a combination of wholesale and retail business.

The number and percent of these associations by types of farm products marketed were as follows for 1951 operations:

Type of association	Associations reporting	
	Number	Percent
Dairy-----	21	34
Grain-----	15	24
Fruits and vegetables-----	11	17
Cotton-----	5	8
Poultry-----	5	8
Livestock-----	1	2
Tobacco-----	2	3
Forage-----	1	2
Nuts-----	1	2
Total-----	62	100

The volume of supply sales by types of supplies is shown in table 6. Three types of supplies -- feed, fertilizer, and containers -- were the most important, accounting for nearly two-thirds of the dollar volume reported. Of these, feed accounted for 36 percent of the total reported for all types of supplies. Further details are shown in Figure 6.

The number of marketing regionals and percent of supply business, by size of supply business, were as follows:

<u>Size of association</u>	<u>Associations reporting</u>	<u>Percentage of business</u>
	<u>Number</u>	<u>Percent</u>
\$100,001 - \$1,000,000-----	47	40
\$1,000,001 - \$3,000,000-----	13	48
\$3,000,001 and over-----	<u>2</u>	<u>12</u>
Total-----	62	100

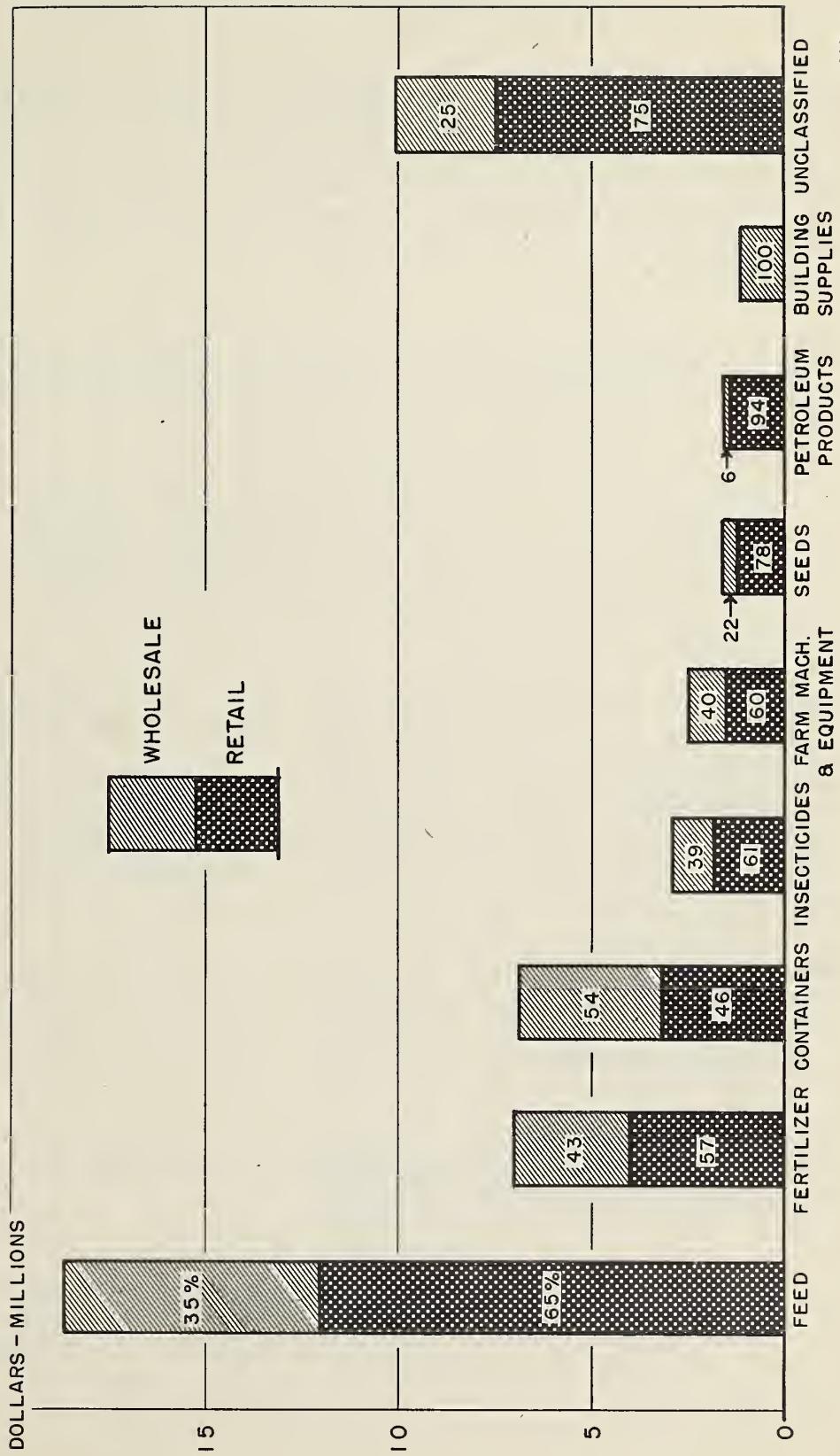
Appendix Table B gives detailed data on kinds and percent of supplies handled by type and size of association.

Table 6. - *Wholesale and retail volume of principal supply items for 62 regional marketing associations handling under \$5 million of farm supply business as a sideline, 1950-1951*

Item	Associations reporting	Total sales	Type of sale	
			Retail	Wholesale
Feed-----	29	\$18,590,988	\$12,029,378	\$6,561,610
Fertilizer-----	17	7,025,054	4,010,931	3,014,123
Containers-----	13	6,859,845	3,167,507	3,692,338
Farm machinery and equipment-----	15	2,517,160	1,513,570	1,003,590
Seed-----	18	1,598,657	1,243,216	355,441
Petroleum products-----	9	1,550,988	1,460,225	90,763
<u>Miscellaneous</u>				
Automotive-----	2	104,275	104,275	-
Building supplies-----	2	1,124,215	-	1,124,215
Insecticides-----	9	2,903,688	1,772,741	1,130,947
Other-----	39	9,949,764	7,382,929	2,566,835
Total-----	47	\$14,081,942	\$9,259,945	\$4,821,997
Total - all items-----	62	\$52,224,634	\$32,684,772	\$19,539,862

FIGURE 6

VOLUME OF WHOLESALE AND RETAIL FARM SUPPLY BUSINESS
 OF REGIONAL MARKETING COOPERATIVES HANDLING
 UNDER \$5 MILLION OF FARM SUPPLIES, 1950-1951



COMBINED VOLUME OF FARM SUPPLY BUSINESS

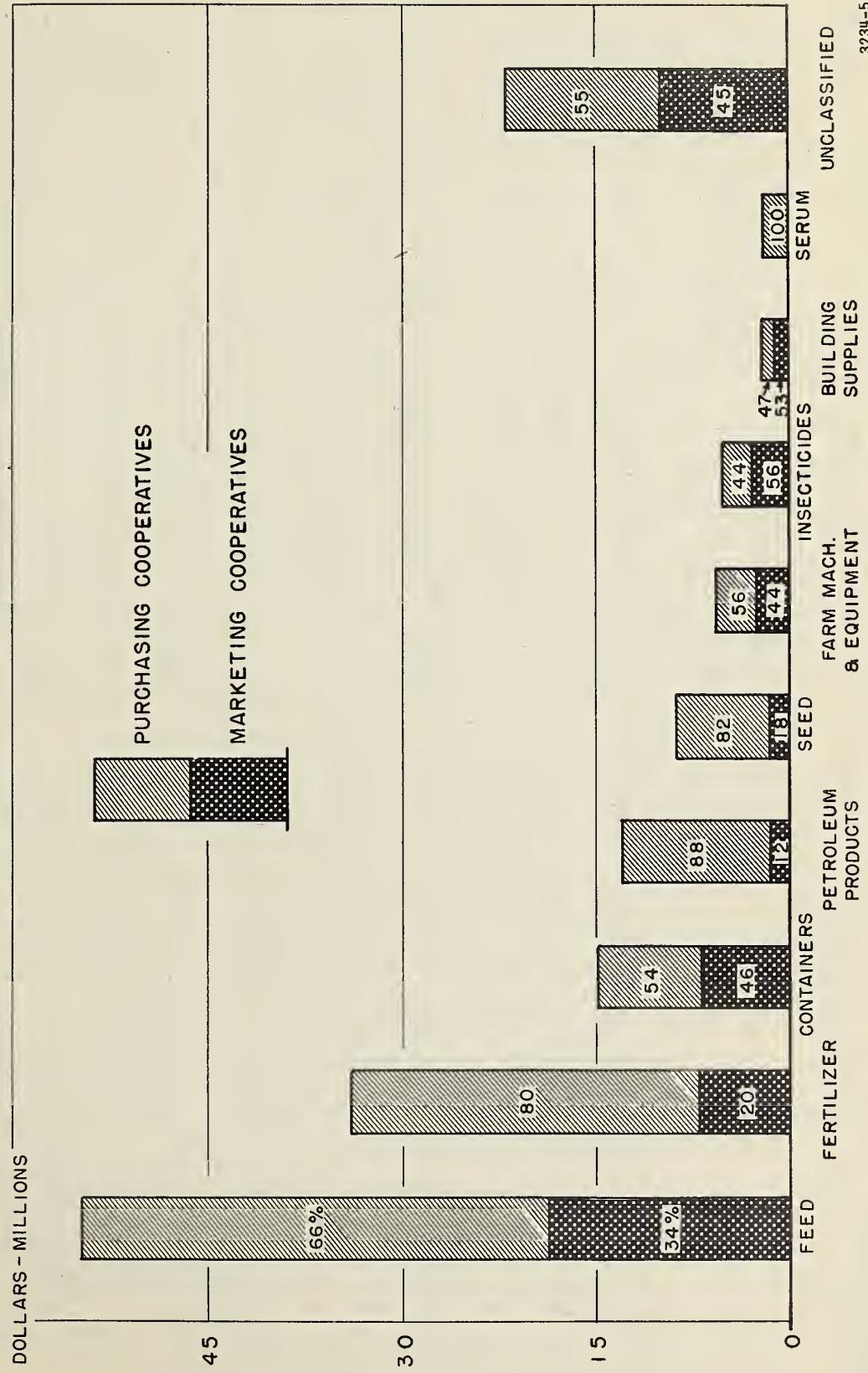
Combined value of production supplies distributed by 53 small regional purchasing associations and 62 marketing regionals handling supplies as a sideline is shown in Table 7. (See Figure 7 for further details.) Small purchasing regionals accounted for 68 percent of this business. Feed and fertilizer were the most important supplies handled, accounting for 55 percent of the total. Containers and petroleum products ranked next in importance, and were followed by seed and farm machinery and equipment.

Table 7. - *Combined volume of farm supply business of small regional purchasing cooperatives and marketing regionals handling under \$5 million of farm supplies as a sideline in the United States, 1950-1951*

Item	Combined volume		Supplies handled by	
	Amount	Percentage of total	Purchasing regionals	Marketing regionals
	Dollars	Percent	Dollars	Dollars
Feed-----	54,616,752	33.6	36,025,764	18,590,988
Fertilizer-----	34,341,339	21.1	27,316,285	7,025,054
Containers-----	14,971,303	9.2	8,111,458	6,859,845
Petroleum products-----	12,926,104	8.0	11,375,116	1,550,988
Seed-----	8,665,542	5.3	7,066,885	1,598,657
Farm machinery and equipment-----	5,703,693	3.5	3,186,533	2,517,160
<u>Miscellaneous</u>				
Insecticides-----	5,180,199	3.2	2,276,511	2,903,688
Building supplies-----	2,118,570	1.3	994,355	1,124,215
Serum-----	2,017,802	1.2	2,017,802	-
Groceries-----	1,626,644	1.0	1,626,644	-
Processing and retailing equipment-----	1,035,392	0.6	1,035,392	-
Appliances, etc.-----	888,130	0.6	888,130	-
Automotive-----	484,190	0.3	379,915	104,275
Unclassified-----	18,118,988	11.1	8,169,224	9,949,764
Total-----	31,469,915	19.3	17,387,973	14,081,942
Total - all items-----	162,694,648	100.0	110,470,014	52,224,634

FIGURE 7

COMBINED VOLUME OF FARM SUPPLIES HANDLED BY 53
SMALL REGIONAL PURCHASING COOPERATIVES AND 62
REGIONAL MARKETING COOPERATIVES, 1950 - 1951



Appendix Table A. - Principal farm supply items handled by 53 small regional purchasing cooperatives in the United States, by type and size of association, 1950-1951

Classification	All items	Types of supplies handled						
		Feed	Fertilizer	Petroleum products	Containers	Seed	Farm machinery and equipment	Insecticides and fungicides
<u>Type of association</u>								
Wholesale-----	\$50,980,848	\$9,523,336	\$9,804,825	\$10,897,950	\$8,111,458	\$1,756,742	\$359,054	\$700,927
Retail-----	38,966,241	25,364,023	7,221,573	105,122	-	948,804	1,529,092	100,923
Combination of wholesale & retail-----	20,522,925	1,138,405	10,289,887	372,044	-	4,361,339	1,298,387	1,474,661
Total-----	\$110,470,014	\$36,025,764	\$27,316,285	\$11,375,116	\$8,111,458	\$7,066,885	\$3,186,533	\$2,276,511
<u>Size of association</u>								
\$100,001 - \$1,000,000-	\$8,296,562	\$894,948	\$2,172,844	\$409,553	\$1,851,717	\$244,698	\$312,893	\$5,313
\$1,000,001 - \$3,000,000	38,403,181	3,118,643	10,168,591	6,307,076	6,259,741	2,718,323	1,306,479	1,332,467
\$3,000,001 and over----	63,770,271	32,012,173	14,974,850	4,658,487	-	4,003,864	1,567,161	938,731
Total-----	\$110,470,014	\$36,025,764	\$27,316,285	\$11,375,116	\$8,111,458	\$7,066,885	\$3,186,533	\$2,276,511
Percent								
<u>Type of association</u>								
Wholesale-----	100	19	19	21	16	4	1	19
Retail-----	100	65	19	(a)	-	2	4	10
Combination of wholesale & retail-----	100	6	50	2	-	21	6	7
Total-----	100	33	25	10	7	6	3	14
<u>Size of association</u>								
\$100,001 - \$1,000,000-	100	11	26	5	22	4	4	(a)
\$1,000,001 - \$3,000,000	100	8	27	16	16	7	3	4
\$3,000,001 and over----	100	50	24	7	-	6	3	1
Total-----	100	33	25	10	7	6	3	2

Less than 0.5 percent.

Appendix Table B. - Principal farm supply items for 62 regional marketing cooperatives in the United States handling under \$5 million of farm supplies by type and size of association, 1950-1951

Classification	All items	Types of supplies handled						
		Feed	Fertilizer	Petroleum products	Containers	Seed	Farm machinery and equipment	Insecticides and fungicides
<u>Type of association</u>								
Dairy-----	\$13,036,019	\$6,681,180	\$660,704	\$465,465	\$87,774	\$217,165	\$967,822	\$3,955,909
Grain-----	12,978,633	8,104,347	2,010,837	913,633	116,089	466,361	112,665	1,219,420
Fruits and vegetables-----	12,971,125	130,966	1,009,535	171,890	5,744,804	274,952	891,593	3,943,140
Cotton-----	5,372,470	40,876	2,254,105	-	723,178	236,188	-	2,064,162
Poultry-----	2,934,561	931,137	-	-	188,000	-	-	53,961
Livestock-----	2,438,136	2,438,136	-	-	-	-	-	1,815,424
Tobacco-----	2,019,443	262,980	914,873	-	-	156,110	495,080	-
Forage-----	249,247	1,366	-	-	-	247,381	-	190,400
Nuts-----	225,000	-	175,000	-	-	-	50,000	-
Total-----	\$52,224,634	\$18,590,988	\$7,025,054	\$1,550,988	\$6,859,845	\$1,558,657	\$2,517,160	\$11,178,254
<u>Size of association</u>								
\$100,001 - \$1,000,000-----	\$21,098,544	\$7,445,439	\$1,094,496	\$790,931	\$2,037,415	\$1,055,103	\$1,129,255	\$6,856,063
\$1,000,001 - \$3,000,000-----	24,899,090	8,101,764	3,680,558	760,057	4,822,430	503,554	1,387,905	4,282,191
\$3,000,001 and over-----	6,227,000	3,043,785	2,250,000	-	-	-	933,215	-
Total-----	\$52,224,634	\$18,590,988	\$7,025,054	\$1,550,988	\$6,859,845	\$1,558,657	\$2,517,160	\$11,178,254
<u>Percent</u>								
<u>Type of association</u>								
Dairy-----	100	51	5	4	1	2	7	-
Grain-----	100	62	16	7	1	4	1	(a) 9
Fruits and vegetables-----	100	1	8	2	44	2	7	6 30
Cotton-----	100	1	42	-	14	4	-	1 1
Poultry-----	100	32	-	-	6	-	-	62
Livestock-----	100	100	-	-	-	-	-	-
Tobacco-----	100	13	45	-	-	8	25	9
Forage-----	100	1	-	-	-	99	-	-
Nuts-----	100	-	78	-	-	22	-	-
Total-----	100	36	13	3	13	3	5	6 21
<u>Size of association</u>								
\$100,001 - \$1,000,000-----	100	35	5	4	10	5	3	33
\$1,000,001 - \$3,000,000-----	100	33	15	3	19	2	5	17
\$3,000,001 and over-----	100	49	36	-	-	-	15	-
Total-----	100	36	13	3	13	3	5	6 21

*Less than 0.5 percent.

